

Partnering with Small Business for Success

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Things to Consider When Establishing a Relationship

- Research Rules and Regulations
 - Federal Prime Contractors May Apply Standardized Requirements
- Be Competitive / Pricing is Fair Market Value
 - Know Your Competition
- Provide Quality Product / Service
- Provide On Time Delivery
- Establish Good Reputation
 - Past Performance

Things to Consider When Establishing a Relationship - Continued

- Networking/Marketing
- Time Involved to Prepare Adequate Proposals
- EOI/RFI Importance
- Capitalize on What Information has been Provided
- Industry Changes
 - Backup Plan
- One-page Capability Statement
 - Obtaining a Buyer's Attention

Resources for Success

- Nuclear Industry Supplier Development Program – Courses through The University of Tennessee
- Small Business Administration (SBA)
- Procurement Technical Assistance Centers (PTAC)
- Small Business Development Centers
- Chamber of Commerce
- Veteran's Associations
- Small Business Program Office
- Procurement Managers / Buyers
- Successful Competitors

Limitations on Subcontracting

- Federal Acquisition Regulation (FAR) 52.219-14
- Pertains to Small business
- Understand the Use and Limitations
- When is it Applicable

Limitations on Subcontracting Percentages

- Services (except construction). At least 50 percent of the cost of contract performance incurred for personnel shall be expended for employees of the concern.
- Supplies (other than a procurement from a nonmanufacturer of supplies). The concern shall perform work for at least 50 percent of the cost of manufacturing the supplies, not including the cost of materials.

Limitations on Subcontracting Percentages

- General Construction. The concern will perform at least 15 percent of the cost of the contract, not including the cost of materials, with its own employees. (For construction by special trade contractors, the concern must perform 25 percent of the cost of the contract excluding the cost of materials, with its own employees).
- Construction by special trade contractors. The concern will perform at least 25 percent of the cost of the contract, not including the cost of materials, with its own employees.

Limitations on Pass-Through Charges

- Federal Acquisition Regulation (FAR) 52.215-23
- Pertains to All Businesses
- Prime Contract Flowdown
- Understand the Use and Limitations
- When is this Applicable

Small Business Goals

	<u>Goals (Begin 7/1/14)</u>
Small Business	65.0%
Small Disadvantaged Business	10.0%
Small Women-Owned Business	10.0%
Small HUBZone Business	4.0%
Service-Disabled, Veteran-Owned Business	3.0%
Small Veteran-Owned Business	4.0%